

Message Text

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ACTION COME-00

INFO OCT-01 AF-04 EB-03 ISO-00 CIAE-00 INR-10 NSAE-00

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R 101546Z OCT 74

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 6386

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E.O. 11652: N/A

TAGS: BMEP, BEXP, NI

SUBJECT: MAJOR PROJECT OPPORTUNITIES

REF: STATE 219573

1. EMBASSY WELCOMES DECISION BY MEPD TO ASSIGN SPECIAL EMPHASIS TO MAJOR EXPORT OPPORTUNITIES IN NIGERIA. WE AGREE THAT BURGEONING NIGERIAN ECONOMY FULLY JUSTIFIES CLOSER COLLABORATION BETWEEN EMBASSY AND MEPD IN PROMOTION OF U.S. INTERESTS HERE.

2. WE WOULD LIST FOLLOWING PROJECT AREAS AS DESERVING SPECIAL CONSIDERATION:

(A) REFINERIES - THIRD DEVELOPMENT PLAN (1975-80) CALLS FOR EXPANSION OF EXISTING REFINERY, CONSTRUCTION OF TWO ADDITIONAL ONES FOR DOMESTIC MARKET, AND CONSTRUCTION OF ONE EXPORT-ORIENTED SUPER-REFINERY WHICH WOULD PRESUMABLY REQUIRE PARTICIPATION OF A FOREIGN PARTNER.

(B) LNG PLANTS - \$3.4 BILLION HAS BEEN PROVISIONALLY EARMARKED FOR TWO PROJECTS DURING THIRD PLAN I489\$.

(C) PETROCHEMICAL COMPLEX;

(D) NITROGENOUS FERTILIZER PLANT;

(E) HOUSING AND BUILDING CONTSTRUCTION - NEED HERE IS FOR BOTH ARCHITECTURAL/ENGINEERING CONSULTING SERVICES AND CONSTRUCTION CAPABILITY. CATEGORY WOULD INCLUDE RESIDENTIAL HOUSING (ALLOTTED \$3.2 BILLION UNDER THIRD PLAN),

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HOSPITAL CONSTRUCTION (\$1 BILLION), AND EDUCATIONAL INSTITUTIONS

(PARTICULARLY WITH REFERENCE TO IMPLEMENTATION OF UNIVERSAL PRIMARY EDUCATION);

(F) ROADS AND HIGHWAYS - PRESENTLY DOMINATED BY EUROPEAN ENGINEERING AND CONSTRUCTION FIRMS, THIS PROJECT AREA HOLDS SUBSTANTIAL EXPORT OPPORTUNITIES (TOTAL THIRD PLAN EXPENDITURES: \$5.4 BILLION);

(G) WATER SUPPLY PROJECTS - THIS AREA IS RECEIVING INCREASING EMPHASIS AND IS ATTRACTING IBRD SUPPORT (FMG THIRD PLAN ALLOTMENT: \$834 MILLION);

(H) TELECOMMUNICATIONS - FMG EXPENDITURES IN THIS FIELD ALSO PROMISE TO BE HEAVY AND WILL INVOLVE HIGH FOREIGN EXCHANGE COMPONENT;

(I) AGRO-ALLIED INDUSTRIES - NIGERIANS ARE PARTICULARLY ANXIOUS TO ATTRACT FOREIGN INVESTMENT IN THIS AREA, AND EXPORT OPPORTUNITIES ARE SUBSTANTIAL;

(J) IRON AND STEEL INDUSTRY - EVEN ASSUMING HIGH DEGREE OF RUSSIAN INVOLVEMENT IN THE INITIAL COMPLEX, THERE SHOULD BE CONCURRENT OR LATER OPPORTUNITIES FOR SALES OF U.S. GOODS AND SERVICES.

(K) RAILWAY SECTOR DEVELOPMENT - SEE LAGOS 8153 AND 9410.

3. EMBASSY BELIEVES VISIT TO LAGOS BY MEPD REPRESENTATIVE WOULD BE USEFUL, PRIMARILY FOR PURPOSE OF ESTABLISHING FRAMEWORK FOR CLOSER COLLABORATION. VISIT WOULD ENABLE EMBASSY TO ACQUIRE BETTER IDEA OF U.S. INDUSTRY'S CURRENT CAPABILITIES IN AREAS NOTED ABOVE, AND MEANS AT DISPOSAL OF MEPD TO MOBILIZE THOSE CAPABILITIES. MEPD VISITOR (PRESUMABLY OFFICER WHO WILL BEAR ACTION RESPONSIBILITY IN MONTHS TO COME) WOULD ACQUIRE FIRST-HAND KNOWLEDGE OF LOCAL CONDITIONS.

4. FROM EMBASSY'S POINT OF VIEW, BEST TIME FOR MEPD OFFICER TO VISIT LAGOS WOULD BE NOVEMBER 11-15. ONE OR MORE AFFECTED MEMBERS OF ECON/COMMERCIAL SECTION EXPECT TO BE ABSENT AT ALL OTHER TIMES BETWEEN NOW AND JANUARY. COMING EARLIER OR STAYING LATER WOULD PERMIT TRAVEL OUTSIDE LAGOS IF MEPD OFFICER BELIEVES FAMILIARITY WITH PORT HARCOURT OR OTHER SITES OF FORTHCOMING PROJECTS WOULD BE BENEFICIAL.

5. PLEASE ADVISE INTENDED ARRIVAL/DEPARTURE ASAP. EMBASSY MUST ADVISE FMG TWO WEEKS IN ADVANCE OF OFFICIAL VISITS, ESPECIALLY LIMITED OFFICIAL USE

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IF TRAVEL OUTSIDE LAGOS INVOLVED.
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Message Attributes

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